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Automotive News®

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GM tries 3-tiered car loans

Pilot charges according to risk

By Dutch Mandel
AUTOMOTIVE NEWS STAFF REPORTER

General Motors Acceptance Corp. is on the threshold of rewriting the way it writes auto loans.

GMAC, once considered to be among the country's most conservative lending institutions, has been regionally test-marketing a multi-tiered lending program that grades retail paper based on a buyer's credit worthiness.

The program is designed to attract more buyers who are good credit risks and better protect GMAC on loans made to buyers who are poorer credit risks.

The move will also allow GMAC to group the graded paper and sell it to investors.

GMAC said if testing is successful, it will take the program nationwide. Dealers participating in the pilots say that could be as early as March 1, when many of the current cut-rate-loan incentives expire.

The program met with mixed reviews during its two months of test marketing in Boston, Chicago, New York, Dallas and parts of New Jersey. Pilots may be running in other areas as well but GMAC declined to say where.

Some dealers polled think the plan will succeed in moving more vehicles. Others fear that it will lessen GMAC's traditional buyer quality and run retail paper costs too high.

Though some lending institutions have offered graded paper, this marks the first time one of the captive finance companies has tried the system.

Spokesmen for both Ford Motor

see LOANS, page 52

According to the U.S. Treasury, this four-door Mitsubishi Montero is a car . . .

. . . while the version with two fewer doors is a truck

U.S. tones down MPV tariff hike

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — In a partial reversal of a hotly disputed ruling by U.S. Customs, the U.S. Treasury Department last week said a 25 percent truck tariff applies to two-door sport-utility vehicles and cargo vans but not to four-door versions or vans equipped for passenger use.

It was a victory for European manufacturers such as Range Rover and Volkswagen and a partial win for Japanese makers looking to step up four-door sport-utility and van imports. Domestic manufacturers, who were pressing for the tariff on all vehicles in the class, were unhappy with the decision.

The Treasury said that four-door sport-utility vehicles and vans with side windows and rear seats that can hold at least two persons are passenger cars, and they will continue to be taxed at the 2.5 percent car rate. The announcement came after an intense six-week review of the Jan. 4 Customs ruling.

Officials of the Japan Automobile Manufacturers Association said four-door sport-utility vehicles and vans imported for passenger-use will count toward that country's voluntary export restraints.

The Treasury said of the 193,000 sport-utility vehicles and 45,000 vans imported last year, 42 percent were subject to the 25 percent truck tariff. As a result of the change classifying all two-door versions as trucks, the Treasury said 62 percent of a similar number of multipurpose vehicles imported this year would be subject to the tariff and will cost importers $83 million more in 1989.

The domestic manufacturers maintain that if all vehicles in the class were taxed as trucks, the Treasury would realize $500 million a year in extra revenue.

Deputy Treasury Secretary John McPherson said the government collected $324 million last year

see MPV, page 49

More Yugo grief — maker plans termination

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEWARK, N.J. — The Yugoslavian manufacturer of the Yugo subcompact has notified Global Motors it intends to terminate its distribution agreement with Global's Yugo America unit.

But until Global's bankruptcy proceedings are concluded, Yugo maker Zavodi Crvena Zastava is assembling an interim management team to run the distributor firm through Impex Car Corp., its agent in the United States, a Zastava spokesman said.

Meanwhile, it was revealed in a U.S. Bankruptcy Court hearing last week that Norauto, an Ohio-based liquidator, essentially paid $1,500 each for the 5,000 Yugos it purchased from Global. Global's Yugo America subsidiary paid Zastava $2,100 for cars, which were sold to dealers for $3,500.

Norauto was seeking the court's permission to sell the vehicles, but Judge Vincent J. Commisa left in place a temporary restraining order putting the sale and other Global financial dealings, including Zastava's termination notice, on hold.

Yugo dealers have scheduled a Wednesday meeting to form a dealer committee to protect their interests, including some $2.5 million, mostly for rebate claims.

Zastava has agreed to back the car's warranty and Yugo America's obligations to dealers and to provide between $1 million and $1.5 million to keep Yugo America functioning for the next few weeks, according to lawyers in the case.

But beyond the contingencies forced on them by the bankruptcy, the relationship between Zastava and Yugo America appears strained.

Marcel Kole, acting chief executive officer for Yugo America, testified in Bankruptcy Court here last week that Zastava sent a termination notice some time before Yugo America and parent company Global Motors filed for Chapter 11 protection from creditors Jan. 30.

Kole testified that Yugo America contests the termination.

"We have received a document (from Zastava). We have not acknowledged that," Kole said.

Commisa said at last Tuesday's hearing that

see YUGO, page 51

Tonkin's Rough Riders

Fleet sales, CSI, dealer programs targeted

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

Ron Tonkin is quickly moving on his promise to turn up the heat on auto manufacturers this year.

The new president of the National Automobile Dealers Association went public last week with the names of his first 205 "Rough Riders" — car dealers he hopes will provide the muscle in his new factory relations counter-offensive.

Tonkin said members of the group will meet with auto manufacturers primarily over three issues that have angered dealers: manufacturer subsidies of fleet sales; the use of customer satisfaction indexes; and the instigation of "dealer improvement programs," which Tonkin claimed are "efforts to strong-arm dealers into higher sales."

Among those listed as Rough Riders are Penske Corp. Chairman Roger S. Penske; Mark Eddins, owner of the second largest Chevrolet dealership in the country,

see TONKIN, page 53

AUTOMOTIVE NEWS: JOE WILSTEIN

Tonkin's pledge: No rest for the automakers on dealer relations

Big 3 profits set record with overseas help

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

While the Big 3 last week reported record sales and net income for the fourth quarter and year, their combined North American profits were flat compared to 1987 and fell almost $1 billion from 1986.

Combined overseas profits climbed steadily from $100 million in 1986 to $5.0 billion in 1988. The weaker dollar has helped the U.S.

see PROFITS, page 50

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Taiwan-built Justy may come to U.S. Page 3

No letup at Chevy in new-model parade Page 6

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Chrysler is about to decide whether to produce a version of the V-10-powered Viper show car

AUTOMOTIVE NEWS/JOE WILSENS

VIPER: *Shelby says Chrysler is near decision on whether to produce hot little sports car*

By Richard Truett
SPECIAL CORRESPONDENT

DAYTONA BEACH, Fla. — Specialty-car builder Carroll Shelby said Chrysler Motors executives may decide within days whether to produce the sporty show car called Dodge Viper.

Chrysler Motors President Robert Lutz and Vice President of Vehicle Engineering Francois Castaing are "makin' noises like they want to build it," said Shelby, who has produced a number of souped-up car lines with Chrysler, starting with the 1983 Shelby Charger.

"The volumes haven't been defined," Shelby said. "Where we would build it hasn't been defined. None of that stuff has. I'll probably be back there (Detroit) in the next 10 days and we'll get into that."

Shelby was in Daytona Beach Feb. 9 to deliver a speech at the National Conference for Automotive Technology.

Asked what he thought the chances were for the Viper going into production, Shelby said, "I wouldn't want to make that prediction right now. They're doing a few studies back there to see if they want to produce it. I'd like to see it built, but I'm not so sure that our little company out in Whittier, Calif., is capable of building it, especially if they want to do a volume thing like the Corvette is."

The styling of the Viper, which debuted at the Detroit auto show last month, has much in common with the Cobras that Shelby created with Ford Motor Co. in the 1960s. But the similarities don't stop with design. He cited "a big ol' pushrod engine, probably a production transmission, probably a production rear end and mechanical gauges so that we can keep costs down on it."

From February 1962 to December 1966, Shelby modified 1,011 British-built AC Cars sports cars by equipping them with 260-, 289-, 427- and 428-cid Ford engines and racing equipment. Today some of those cars in top condition fetch nearly half a million dollars at auctions. They are among the fastest cars ever sold and are arguably Shelby's most famous products.

"We believe it should be an American-type sports car," Shelby said of the Viper. That has been the mission of the previous Dodges that Shelby Automobiles has modified. He predicted that people are going to be surprised at how "forward thinking" Chrysler is with some of its 1990s models.

Taiwan-built Justy may come to U.S.

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Fuji Heavy Industries is looking at Taiwan as a possible export base for up to 12,000 Justy models per year for the U.S. market.

Senior Managing Director Akira Soejima said the recent reorganization at Subaru of America was intended to improve communications between Fuji's three main production bases that will be in operation by the end of this year.

In addition to the operation in Gunma Prefecture in Japan, the Subaru-Isuzu Automotive Co. joint-venture plant in Indiana is scheduled to begin production this fall, and the plant in Taiwan will begin operations in May.

Initial production plans at the Taiwan plant call for 1,000 units a month of a 1.2-liter Domingo class van, an additional 1,000 units of a one-liter truck and 1,000 units a month of the 1.2-liter Justy.

If volume from the Japanese base is not sufficient for the U.S. market, Soejima said, the Taiwan plant would have the capacity to add 1,000 Justy models per month for export to the United States, bringing the plant's annual capacity to 48,000 units.

The company's three-plant, three-country setup is complex and requires better communication, Soejima said.

Soejima is one of two members who will be added to the Subaru of America board when it is expanded from 10 to 12 seats within a month. The position of vice chairman also will be established at that time, a post Soejima described as a kind of symbol.

But not a symbol of more control from Fuji, according to Soejima. From time to time, he said, the people at Subaru of America may think they are in a separate organization. "But we are in the same group together," he said.

Although Fuji recently purchased $20 million in preferred stock from Subaru of America, its stake in the company remains at 49 percent and that will not change, Soejima said. Fuji is not looking for more control of the American operation, he said. The preferred stock purchase was intended to help Subaru of America strengthen its financial position, he said.

Other sources have said Fuji has been negotiating to get an Isuzu vehicle for sale in the Subaru channel. But Soejima said it is still too early to talk about receiving another model. If Subaru of America should make such a decision in the future, that will be its decision as an independent company, he said. Fuji and Isuzu have shared some models in the Japanese market.

For the time being, Subaru will concentrate on three series, the Justy, Loyale and Legacy, in the United States, according to Soejima. There is an interest in a sport-utility vehicle or minivan, but at the moment there is no possibility of production, he said.

Fuji's interest in setting up production in France has been delayed, primarily because of uncertainty over the European situation and the demand for 80 percent local content that the French raised in opposition to Nissan's British-built Bluebird. The European Commission's decision on that issue is pending.

If Justy booms, Taiwan may answer

Soejima said Fuji is not in a hurry on the French project because a new model of the Leone-type vehicle would be required for a production start-up, and the Leone isn't due for a revision for another year or two. Fuji is now looking at the possibility of production at such a site in 1992 or 1993, he said.

The original plan for a French production site called for volume of less than 30,000 vehicles per year, but Fuji has increased that estimate to 48,000.

Fuji has had discussions in China, along with General Motors, about possible production there. The Chinese apparently have been looking for a Japanese and a Western partner to form a joint venture. However, those talks are apparently stalled, Soejima said.

Irregularities surface in Chrysler audit

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

HIGHLAND PARK, Mich. — Chrysler Corp. has placed its administrative services office under the supervision of the company controller after disclosing last week that an internal audit uncovered irregularities in its facilities management group.

Facilities management is responsible for maintenance of Chrysler's headquarters and is one of three operations in the administrative services office.

The company also has moved its special security operation out of administrative services and placed it under the supervision of the company's general counsel.

The internal company investigation involves allegations of fraud within the facilities management operations, according to a source familiar with the probe. The source added the probe covers dealings with outside contractors and involves less than $500,000.

Four to six mid-level managers are affected, the source said, indicating that the affected employees are expected to lose their positions as a result of the investigation.

"Chrysler, like most companies, routinely conducts audits of its internal operations," a company statement said. "For several weeks, the company has been auditing its facilities management operations. This audit was begun after its internal control systems spotted some concerns."

In 1988, Chrysler created an office of ethics that permits employees to anonymously report alleged improprieties. "The internal control systems worked and the problem has been solved," a spokesman said. "There is no law enforcement involvement of any sort."

Chrysler Corp. Chairman Lee Iacocca issued an open letter to employees, describing the incident as "an isolated situation involving a tiny number of people."

"No matter how small the number of people or dollars involved, Chrysler will not tolerate unethical behavior that jeopardizes the hard work we've all put in to make this company a success," Iacocca said.

Dickinson, Wright, Moon, Van Dusen & Freeman, a Detroit law firm, is handling the probe.

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Big rise predicted in Canada's output share

By Alex Law
STAFF CORRESPONDENT

TORONTO — Canada is on the way to providing 20 percent of all North American vehicle production in the next five years, according to a leading Canadian auto analyst.

Dennis DesRosiers also predicted that none of Canada's automotive assembly plants will close in the event of a North American overcapacity situation. His remarks came during a Financial Post conference on the Canadian auto industry here last week.

Speaking at a session on quality, productivity and profitability, the president of DesRosiers Automotive Research said, "Canada has been gradually increasing its share of North American vehicle production from under 10 percent in the 1960s to current levels of about 14-15 percent."

He added that "simple mathematics tell me that, if the markets hold, Canada will have at least 20 percent of North American production within three to five years."

As for an overcapacity situation, DesRosiers downplayed the chances of it ever happening.

"I think this issue is overplayed in the industry," he said. "Essentially, the adjustment mechanisms are working. Inefficient plants have been closed, exchange rates have blunted the growth of imports and indeed imports are falling."

He said, "We do not have to close 18 to 20 plants as some predicted. Indeed, there may only be one or two more vulnerable plants in North America and none, I believe, in Canada.

The only Canadian sites that might be vulnerable in the event of an extreme overcapacity situation, DesRosiers said, are General Motors' plant in Ste. Therese, Quebec, and Ford's plant in St. Thomas, Ontario.

DesRosiers received support for his prediction that no Canadian plants would close from John H. Hammond Jr., a managing partner of J.D. Power and Associates, a market research firm in Agoura Hills, Calif. Hammond qualified his remarks, noting that quality of production is the critical consideration when it comes to closing a plant.

DesRosiers's claim that the 20 percent level would be "very good news for those in the industry" did not apply to everyone at the conference. UAW President Owen Bieber, when asked how he felt about Canadian auto workers building 20 percent of North America's vehicles, said, "I don't like it one bit."

Bieber also told the conference that he hasn't made up with Canadian Auto Workers President Robert White. He said they haven't spoken since the Canadian branch broke away from the UAW in 1984.

He said officials from the two unions are in regular contact, but he didn't know when or if a high-level rapprochement was possible.

Bieber reminded the audience that the UAW represents a local in Wallaceburg, Ontario, whose membership is growing.

Bieber then moved quickly to dull any possible edge management could take from the unions' animosity: "I can tell you this — since this is a management function — that because we have some differences, that doesn't mean you have an advantage with one or the other."

January truck sales by manufacturer and segment

		14,000 & LESS GVW CLASS 1-3	14,001-16,000 GVW CLASS 4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1989	TOTAL 1988
CHRYSLER-PLYMOUTH	MO	13,728						13,728	11,758
	YR	13,728						13,728	11,758
DODGE	MO	41,899						41,899	39,792
	YR	41,899						41,899	39,792
JEEP	MO	18,797						18,797	16,556
	YR	18,797						18,797	16,556
TOYOTA	MO	15,200						15,200	18,584
	YR	15,200						15,200	18,584
NISSAN	MO	13,947						13,947	15,073
	YR	13,947						13,947	15,073
MAZDA	MO	6,910						6,910	8,319
	YR	6,910						6,910	8,319
ISUZU	MO	6,626						6,626	7,010
	YR	6,626						6,626	7,010
MITSUBISHI	MO	2,377						2,377	2,957
	YR	2,377						2,377	3,957
SUZUKI	MO	2,058						2,058	5,292
	YR	2,058						2,058	5,292
RANGE ROVER	MO	495						495	247
	YR	495						495	247
FORD	MO	105,282	2,399		718	2,502	1,042	111,943	107,089
	YR	105,282	2,399		718	2,502	1,042	111,943	107,089
FREIGHTLINER	MO						1,940	1,940	1,741
	YR						1,940	1,940	1,741
CHEVROLET	MO	89,372		26	395	796		90,589	92,890
	YR	89,372		26	395	796		90,589	92,890
GMC	MO	24,828		790	454	1,333		27,405	22,505
	YR	24,828		790	454	1,333		27,405	22,505
KENWORTH	MO					23	1,428	1,451	1,020
	YR					23	1,428	1,451	1,020
MACK	MO				202	270	1,208	1,680	1,420
	YR				202	270	1,208	1,680	1,420
MERCEDES	MO				66	82		148	187
	YR				66	82		148	187
NAVISTAR	MO			16	15	1,371	2,129	2,754	6,287	6,827
	YR			16	15	1,371	2,129	2,754	6,287	6,827
PETERBILT	MO						57	1,399	1,456	907
	YR						57	1,399	1,456	907
VOLVO	MO						103	1,150	1,253	762
	YR						103	1,150	1,253	762
HINO	MO	15		28	45	76		164	142
	YR	15		28	45	76		164	142
NISSAN DIESEL	MO	26		50	16	29		121	147
	YR	26		50	16	29		121	147
ISUZU TRUCK	MO	570	52	2	34	30		688	189
	YR	570	52	2	34	30		688	189
MITSUBISHI FUSO	MO	117		28	20	37		202	91
	YR	117		28	20	37		202	91
SCANIA	MO						6	6	7
	YR						6	6	7
IVECO TRUCKS	MO	76	50	18	8			152	123
	YR	76	50	18	8			152	123
WESTERN STAR	MO						100	100	185
	YR						100	100	185
OTHER DOMESTICS	MO					24	45	69	56
	YR					24	45	69	56
GRAND TOTAL	MO	342,323	2,519	957	3,329	7,491	11,072	367,691	362,676
	YR	342,323	2,519	957	3,329	7,491	11,072	367,691	362,676
1988 YR to DATE		341,087	627	534	4,504	6,510	9,414		

NOTE: January 1988 includes 5 Saturdays.

Truck sales at peak

Light models set record; others strong

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Domestic truck sales set a record in January as light-duty models reached an all-time high and most of the medium- and heavy-duty segments turned in exceptionally strong performances.

Overall, the industry retailed 367,691 light, medium and heavy trucks in January, edging last year's 362,676, the previous record, by a slim margin.

The light-duty Class 1-3 segment accounted for a record 342,323 sales during the month, up a scant 0.36 percent from 341,087 a year earlier.

Medium-duty Class 4-7 sales of 14,296 trucks were up a hefty 17.42 percent during the month from 12,175 a year earlier.

All medium segments except Class 6 showed gains for the month.

Heavy-truck manufacturers have been talking about their strong backlog of orders, and January confirmed Class 8's abiding robustness.

The heavy segment retailed 11,072 trucks, up 17.61 percent from the year-ago's 9,414.

All the major Class 8 manufacturers showed solid gains in January, though the numbers continue to be somewhat distorted because of Volvo GM Heavy Truck's lack of production availability.

Navistar and Freightliner continued to lead the segment. They also finished first and second, respectively, last year.

Navistar's sales of 2,754 Class 8 models were up from 2,599 a year earlier. Freightliner's sales of 1,940 were up from 1,741 in the year-ago period.

Paccar's Kenworth and Peterbilt, which combined for a sensational year in 1988, continued to do well in January. Kenworth jumped to third place from fifth for all of 1988, and Peterbilt was fourth after finishing sixth for all of 1988.

Kenworth retailed 1,428 trucks in January, up from 1,011 a year ago. Peterbilt retailed 1,399, up from 897 a year earlier.

Mack had a solid gain with sales of 1,208 Class 8 models, up from 1,066 in 1988.

Volvo GM still has to recoup the production capacity it lost with the shutdown of its GMC plant in Pontiac, Mich. It retailed 1,150 Class 8 trucks in January, up from the 948 Class 8 sales recorded for Volvo and GM in the Class 8 market last year.

Ford also had a very respectable gain in January. It retailed 1,042 Class 8 models, up from 855 in the year-earlier period.

TOP 10 WORLDWIDE HEAVY TRUCK PRODUCERS

	1988	1987	1986
1. Daimler Benz ...	79,000	68,000	68,000
Daimler.....	40,000	41,000	40,000
Freightliner ..	27,000	27,000	20,000
2. Volvo Truck.....	54,000	46,000	36,000
Volvo	33,000	29,000	27,000
WhiteGMC ...	21,000	11,000	11,000
3. Renault.....	52,000	46,000	41,000
Renault.....	27,000	22,000	20,000
Mack	25,000	24,000	21,000
4. Navistar	36,000	36,000	33,000
5. Paccar.....	36,000	32,000	24,000
6. Scania	28,000	27,000	28,000
7. Iveco	26,000	24,000	22,000
8. Hino	25,000	19,000	14,000
9. Daf.....	23,000	26,000	18,000
Daf.....	16,000	14,000	12,000
BR Leyland ..	7,000	6,000	6,000
10. Ford	20,000	19,000	17,000

NOTE: Figures represent factory sales for each of the past several calendar years. The 1988 data is preliminary.
Compiled by Volvo Truck.

World's big-truck makers hike sales; Volvo now 2nd

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Last year was a good one for the world's top 10 heavy-truck manufacturers.

They all increased their factory sales, though some gained a lot more than others.

The sales data for 1988 was compiled by Volvo Truck from various international sources. It is still preliminary, though officials expressed confidence in its accuracy. Worldwide sales totaled 379,000 last year, compared with 333,000 in 1987. Sales are rounded to the nearest thousand.

Volvo's interest in the sales data is obvious. The merger of its U.S. heavy-truck operations with General Motors' enabled it to leap-frog Renault and become the second-largest Class 8 heavy-truck producer worldwide.

The Daimler-Benz group, including Freightliner in the United States, consolidated its first-place standing. It is in no danger of being unseated from first place in the near term.

Renault, with the strengthening operations of Mack in the United States and improvements in its other worldwide operations, shored up its lead over fourth-place Navistar International. Renault owns 42 percent of Mack's stock.

Among the independent U.S. manufacturers, Navistar and Paccar continued to show good gains, though Ford in 10th place had only a marginal gain in factory sales.

Navistar and fifth-place Paccar kept their lead over Scania, Iveco, Hino and Daf, which finished sixth through ninth, respectively.

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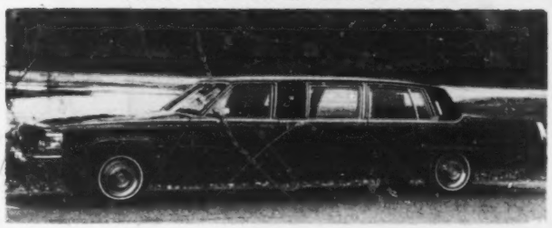

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Early-February sales plunge 17%

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

In the first 10 days of February, sales of U.S.-built cars fell 17.79 percent below the total for the year-ago period.

They also fell 36.94 percent below last month's final 10 days.

Highly erratic is how automotive analyst, Michael Luckey of Luckey Consulting Group, Creskill, N.J., described the pattern.

Sales shot up in the final 10 days of January before plunging in early February. Luckey suggested that "all the car companies are doing with these 10-day totals is borrowing numbers from the future."

Offering a different viewpoint was L. Ray Windecker, Ford Motor Co. research and analysis manager, who said, "Year-ago early February sales were well above trend. A sales decline was expected as a logical occurrence." However, he said, 10-day sales follow a "saw-toothed pattern."

Among the eight domestic carmakers, which now include the Mitsubishi-Chrysler Diamond-Star joint venture in Normal, Ill., only the four Japanese transplants sold more cars than last year. Each of the Big 3 reported a decline.

DOMESTIC SALES

	Feb. 1-10, 1989	Feb. 1-10, 1988
Eagle	844	807
Chrysler	5,190	9,269
Plymouth	4,620	8,519
Dodge	9,150	10,070
Chrysler Motors	19,804	28,665
Ford	35,811	39,346
Mercury	9,528	12,111
Lincoln	4,675	4,827
Ford Motor Co.	50,014	55,284
Buick	10,792	15,375
Cadillac	6,187	6,196
Chevrolet	27,098	40,884
Oldsmobile	14,606	17,563
Pontiac	16,528	17,563
General Motors	75,191	97,701
Volkswagen	—	944
Honda	8,447	7,208
Nissan	1,489	1,169
Toyota	1,890	679
Mazda	656	351
Mitsubishi	358	—
U.S. Ind. Total	157,849	192,001

Early February sales of U.S.-built cars totaled 157,849, compared with 192,001 in the Feb. 1-10 period a year ago.

The early February total also dropped 88,957 units below the final 10 days of January 1989, when 246,806 cars were delivered.

The average daily selling rate in early February fell to 17,539 vs. 21,333 last year. There were nine selling days each year.

Toyota sold nearly three times as many U.S.-built cars as it did last year, and Mazda's sales soared 86.89 percent. Toyota now produces cars at two U.S. sites, and Mazda's Michigan plant is in full operation.

Nissan delivered 27.37 percent more cars in the Feb. 1-10 period this year, and Honda's sales rose 17.19 percent.

Mitsubishi, which began selling U.S.- made Eclipses produced by Diamond-Star in January, delivered 358 cars in early February.

Ford Motor Co. reported the slimmest 10-day loss. Its sales were down 9.53 percent.

General Motors reported that Feb. 1-10 car sales fell 23.04 percent below last year's comparable 10-day period. Chrysler Motors' 10-day car sales fell 30.91 percent.

U.S. light-truck sales dipped 10.96 percent to 93,426, down from 104,920 a year ago.

Combined sales of U.S.-built cars and light trucks were 257,275, down 15.37 percent from last year's 296,921.

Trucks lead Canada to 1988 sales gain

By Bill Vance
SPECIAL CORRESPONDENT

TORONTO — Despite a booming truck market last year, a drop in imported-car sales held Canada's overall vehicle sales to a 2.48 percent increase over the 1987 total.

Combined domestic and imported car and truck sales totaled 1,537,986 in 1988, compared with 1,500,809 a year earlier.

Canadian dealers sold 1,049,898 domestic and imported cars, compared with 1,054,708 in 1987, a 0.46 percent drop. Domestic-car sales increased 29,552 for the year, while imports dropped 34,362.

A 13.36 percent rise in December car sales helped improve the domestic lot. GM led the monthly gain, posting an 11.21 percent increase. Ford followed with an 8.58 percent rise while Chrysler was up 4.20 percent.

For the year, Ford was up 10.02 percent, selling 201,240 domestically produced cars, compared with 182,912 in 1987. Chrysler had sales of 149,604, up 5.19 percent over 1987.

Market leader GM slipped less than 1 percent, retailing 352,203 domestic cars last year, compared with 355,691 in 1987. GM's imports, however, were up 16.70 percent to 27,386 units, compared with 23,468 in 1987.

The importers, however, did not fare so well. Sales of imported cars were down 14.81 percent in December and 9.55 percent for the year. December's losers among the volume sellers were Nissan, down 47.86 percent; Hyundai, down 29.44 percent; and Toyota, down 9.95 percent. Volkswagen, meanwhile, was up 18.63 percent.

For the year, Toyota managed to stay 2.40 percent ahead of 1987, selling 70,400 cars vs. 68,753.

Losing sales during calendar 1988 were Hyundai, down 38.77 percent, followed by Nissan, 18.13 percent; and Volkswagen, 14.27 percent.

Luxury imports also lost ground last year compared with 1987. Mercedes-Benz sales were off 4.13 percent; Saab, 16.47 percent; and Jaguar, 19.02 percent. Overall, total import-car sales were down from 359,852 in 1987 to 325,490.

On the truck scene, combined domestic and imported truck sales totaled 488,088 for the year, up 9.41 percent over 446,101 in 1987.

In December, GM's domestic truck sales were up 19.45 percent over December 1987, while Chrysler increased 11.62 percent. Ford was off 13.24 percent.

For the year, domestic trucks also showed good strength. Chrysler Motors sales, reflecting strong demand for minivans and Jeeps, recorded a 16.70 percent increase over 1987. GM was 11.94 percent ahead of 1987 while Ford was up 4.14 percent.

Among the volume truck importers, Toyota posted a 49.89 percent gain in December over the year-earlier month, while Nissan suffered a 53.91 percent loss.

Import-truck sales for the year were up 2.95 percent to 53,485 units, compared with 51,952 in 1987. Nissan's truck sales, however, slipped 26.23 percent.

CANADIAN CAR AND TRUCK SALES

	Dec. 1988	Dec. 1987	12 mos., 1988	12 mos., 1987
Domestic cars				
General Motors	24,277	21,829	352,203	355,691
Ford	13,105	12,069	201,240	182,912
Chrysler	8,614	8,267	149,604	142,225
Honda	2,309	589	18,676	11,749
Volvo	235	66	2,685	2,279
Domestic car total	**48,540**	**42,820**	**724,408**	**694,856**
Import cars				
Toyota	4,372	4,856	70,400	68,753
Volkswagen	2,993	2,523	35,553	41,470
Honda	2,687	4,536	56,369	61,227
Hyundai	2,123	3,009	31,013	50,648
General Motors	1,723	1,013	27,386	23,468
Mazda	1,418	1,425	27,656	26,635
Nissan	1,342	2,574	29,812	36,416
Chrysler	1,174	987	9,056	8,437
Subaru	534	426	7,759	8,447
BMW	366	289	5,016	4,864
Mercedes-Benz	275	347	4,221	4,403
Suzuki	251	296	6,588	3,810
Ford	250	459	6,299	10,088
Volvo	183	325	3,491	5,208
Jaguar	162	177	2,154	2,660
Saab	105	127	1,389	1,639
Lada	53	121	970	1,054
Skoda	19	47	378	625
Import car total	**26,910**	**23,486**	**325,490**	**359,852**
TOTAL — ALL CARS	**69,950**	**66,306**	**1,049,898**	**1,054,708**
Domestic trucks (including vans)				
GM	12,794	10,711	175,677	156,944
Ford	10,331	11,907	148,336	142,438
Chrysler	8,213	7,358	110,590	94,767
Domestic truck total	**31,338**	**29,976**	**434,603**	**394,149**
Import trucks (including vans)				
Toyota	1,424	980	15,736	14,312
GM	847	66	3,584	373
Nissan	736	1,597	13,116	17,782
Mazda	700	729	11,697	10,686
Suzuki	306	350	5,439	3,586
Chrysler	167	271	2,910	3,767
Volkswagen	128	59	934	1,329
Lada	15	5	159	124
Import truck total	**4,322**	**4,059**	**53,425**	**51,952**
TOTAL — ALL TRUCKS	**35,660**	**34,035**	**488,088**	**446,101**
TOTAL — CARS, TRUCKS	**104,210**	**100,341**	**1,537,986**	**1,500,809**

Punitive damages restored in Audi runaway

By Helen Kahn
SENIOR CORRESPONDENT

A three-judge panel of an intermediate New Jersey appellate court has reinstated punitive damages of $100,000 against Volkswagen of America in an Audi 5000 unintended-acceleration case.

The case, Gibbs v. VWoA and Bell Porsche-Audi and Harold Horowitz, is the first Audi 5000 case in which VWoA has faced punitive damages.

The panel, in reinstituting the damages, found without merit VWoA's arguments that the trial judge had improperly allowed into evidence VWoA recall notices, VWoA internal memoranda and NHTSA documents.

The appellate panel also found without merit VWoA's claim that the jury selection process had been tainted by adverse publicity.

A spokesman for VWoA said it will appeal for a rehearing before the full appellate division of the New Jersey Superior Court and, if necessary, will consider appealing to the state Supreme Court.

An Audi spokesman told Automotive News that the three-judge panel had hopelessly confused "sudden acceleration, unwanted engine power and simultaneous actuation of gas and brake pedals" and had also blurred the differences between pre-1984 and post-1984 Audi 5000s.

The case stems from injuries incurred by Germaine Gibbs and her three children when a 1979 Audi 5000 driven by Harold Horowitz crashed through a brick wall into the Gibbs apartment.

The lower court jury awarded Gibbs $14,000 in compensatory damages and also awarded $100,000 in punitive damages and assessed 80 percent of the blame to VWoA and 20 percent to the driver. But Judge A. Donald McKenzie eliminated the punitive damages since he did "not believe a reasonable jury could find that Volkswagen did not move on this problem and try to ascertain the cause and correct it."

The accident occurred between the time VWoA told NHTSA that it would make its first recall to adjust the height and space between the gas pedal and brake pedal and when dealers were ready to make the fix.

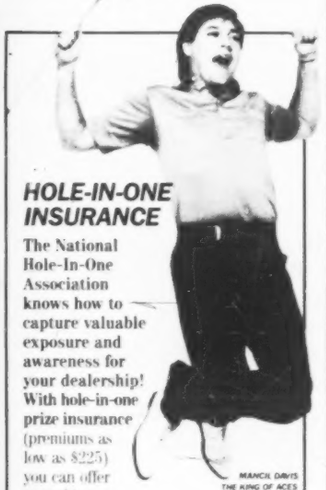
James Hely, attorney for the plaintiffs, used NHTSA documents to assert that VWoA knew earlier of Audi 5000 problems with "simultaneous actuation" and had delayed recalling the vehicles. But McKenzie — while admitting a possible VWoA "delay" — said punitive damages depended on a "type of intent to cover it up, conscious disregard, reckless indifference, etc.," which he did not find in VWoA's conduct.

But the Superior Court's appellate division reviewed not only NHTSA documents but depositions taken from VWoA employees as well as internal VWoA memos referring to the problem as early as 1979 and 1982.

A letter sent by NHTSA to VWoA in August 1983 noted that simultaneously hitting of gas and brake pedals in a 1981 and a 1982 Audi 5000 resulted in acceleration whereas when "24 domestic vehicles were tested in the same manner, all of them remained stationary."

The judges also noted that VWoA's quality assurance department was not involved in "investigating sudden unwanted acceleration in Audi 5000 cars" since the "product liaison group" (part of VW's legal department) was "created to handle the situation."

After reviewing that evidence, the three judges decide that McKenzie erred, and while they stopped short of finding anything "wantonly reckless or malicious" on VWoA's part, they were satisfied that a "jury could reasonably have concluded that Volkswagen was guilty of deliberate acts or omissions with knowledge of a high degree of probability of harm and reckless indifference to the consequences."



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Bendix teams with Hyundai

MORRIS TOWNSHIP, N.J. — Allied-Signal's Bendix safety restraints division has formed a joint venture with Hyundai Cement Co. to supply air-bag and other passive-restraint systems to Hyundai Motor Co.

A spokesman for Allied-Signal declined to disclose how the joint venture will be capitalized except to say that Bendix has a minority stake. Sales are expected to reach $90 million annually in four years.

The joint venture will supply more than 250,000 seat-belt systems to Hyundai in South Korea for its 1990 vehicles and nearly 900,000 systems — a majority of Hyundai's domestic and export passive-restraint requirements — by 1993.

The company will design, manufacture and produce the air bags. Bendix will provide the licensing and technology for the venture.

Construction will begin this spring on a 75,000-square-foot manufacturing facility in Mun Mag, South Korea. The facility will employ 100 workers, increasing to nearly 500 by 1992.

16,800 '89 cars recalled by GM

DETROIT — General Motors is conducting safety-related recalls of about 16,800 compact and mid-sized 1989-cars for problems with the fuel tanks and fuel lines.

The problems were discovered at the factory, and GM said it is not aware of either of the recall conditions occurring in customers' cars.

The recalls involve 13,000 Chevrolet Cavalier, Corsica and Beretta; Pontiac Sunbird; and Buick Skyhawk models. Over time, normal pressure cycling of the fuel tank may cause a small crack in the tank, resulting in a fuel leak. Dealers will replace the tank if necessary.

Also affected are 3,800 Buick Regal and Pontiac Grand Prix models. The cars may have been built with a fuel return line that could leak in the area of the fuel tank. Dealers will replace the fuel return pipe assembly on the cars.

IMPORT SALES BY MODEL

	Jan. 1989	Jan. 1988		Jan. 1989	Jan. 1988
ACURA	9,513	9,037	Scorpio	590	314
Integra	4,085	4,112	MITSUBISHI	5,039	5,280
Legend	5,428	4,925	Starion	185	195
ALFA ROMEO	218	241	Cordia	281	451
Milano	111	116	Tredia	5	92
Spider	107	125	Mirage	756	994
AUDI	1,809	1,439	Galant	1,918	910
4000S	3	40	Precis	1,669	2,257
4000CS Quattro	3	20	Van/Wagon	225	381
5000S	48	281	NISSAN	29,108	27,801
5000CS Turbo	18	89	Sentra	10,557	10,520
5000CS Turbo Quattro	8	239	Pulsar	1,400	3,052
80	757	370	Stanza	2,252	4,860
90	507	348	Maxima	8,407	5,687
100/200	300	0	200SX	4,819	1,383
100/200 Quattro	161	0	300ZX	1,313	2,124
Coupe GT	4	52	Hawaii	360	175
BMW	5,683	4,596	PEUGEOT	448	353
3 Series	2,769	2,711	PONTIAC LeMans	3,737	3,579
5 Series	1,700	865	PORSCHE	605	1,137
635 CSi	143	63	924S	28	115
7-Series	868	782	944	79	293
M3	89	129	944S	4	40
M5	49	25	944 Turbo	40	120
M6	65	21	911 Coupe	178	237
CHEVROLET	7,811	9,707	911 Turbo	90	91
Spectrum	4,114	5,536	911 Cabriolet	110	121
Sprint	3,697	4,171	928S	76	120
CHRYSLER MOTORS	8,989	9,054	SAAB	2,435	2,719
Colt	4,647	5,473	900	409	525
Conquest	473	549	900S	526	715
Medallion	612	2,655	900 Turbo	747	573
Summit	2,063	0	9000S	206	280
Vista	1,174	1,277	9000 Turbo	534	589
DAIHATSU	1,104	1,023	Tourist	9	37
FORD Festiva	6,453	5,088	STERLING	788	951
HONDA	15,558	22,461	SUBARU	10,249	9,957
Civic/CRX	3,711	10,650	Hatchback	351	633
Accord	9,016	7,122	3-Door	589	476
Prelude	2,831	4,689	4-Door Sedan	4,053	1,380
HYUNDAI	15,174	22,324	XT	621	828
Excel	13,092	22,324	Station Wagon	3,099	4,133
Sonata	2,082	0	Justy	1,536	2,507
ISUZU	1,549	1,561	SUZUKI	547	0
I-Mark	1,355	1,034	TOYOTA	36,376	42,129
Impulse	194	527	Corolla	7,930	11,106
JAGUAR	1,492	1,168	Tercel	7,204	6,230
XJ6	1,136	907	Celica	4,597	4,425
XJS	356	261	Supra	1,423	1,525
MASERATI	22	50	Camry	10,631	14,612
MAZDA	16,994	17,995	Cressida	2,126	919
323	6,474	7,653	Land Cruiser	479	551
626	3,847	4,835	Van	499	501
MX-6	2,778	1,503	4Runner SR 5	1,128	1,499
929	1,507	1,783	MR2	359	761
RX-7	1,917	2,221	VOLKSWAGEN*	9,029	11,086
MPV	2,471	0	Cabriolet	370	704
MERCEDES-BENZ	5,036	5,809	Jetta	3,660	4,399
190	983	904	Golf/GTI	1,453	0
260E	245	454	Vanagon	275	509
300	1,394	1,629	Quantum	155	255
300 SE	548	0	Scirocco	192	256
300SDL Turbo	0	59	Fox	2,924	4,963
300SEL	256	532	VOLVO	9,139	8,669
420SEL	525	761	240 Series	3,738	3,715
560SEL	403	524	740 Series	4,446	3,914
560SL	542	757	760 Series	821	919
560SEC	117	165	780	92	102
Tourist	23	24	Tourist	42	19
MERKUR	1,081	729	YUGO	870	2,614
XR4TI	401	415	IMPORT TOTAL	208,856	229,457

*Volkswagen has reported sales of U.S.-built Golf and GTI models as imports after June 30, 1988.

Compiled by Karen Dettweiler

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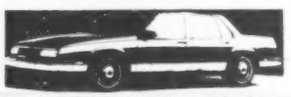

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Bogata
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Cinnaminson
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Middletown
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Albuquerque
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Bohemia
Superior Auto Glass & Trim
Brooklyn
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Buffalo
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AUCTION DATES

Chrysler

Feb. 21 — Dallas Auto Auction, Grand Prairie, Texas; Hatfield Auto Auction, Hatfield, Pa.; Southern Auto Auction, Warehouse Point, Conn.; Clanton's Auto Auction, Darlington, S.C.; Denver Auto Auction, Aurora, Colo.; South Seattle Auto Auction, Kent, Wash.; and Golden Gate Auto Auction, Fremont, Calif.

Feb. 22 — Minneapolis Auto Auction, Plymouth, Minn.; and Columbus Fair Auto Auction, Obetz, Ohio.

Feb. 23 — Fredericksburg Auto Auction, Fredericksburg, Va.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Big Sky Auto Auction, Billings, Mont.; and Salt Lake Auto Auction, Salt Lake City

Ford Motor Co.

Feb. 22 — Atlanta Auto Auction, Red Oak, Ga.; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Fort Worth Auto Auction, Fort Worth, Texas; Lakeland Auto Auction, Lakeland, Fla.; Southern California Auto Auction, Fontana, Calif.; and Newburgh Auto Auction, Newburgh, N.Y.

Feb. 23 — Ohio Auto Auction, Grove City, Ohio; Brasher's Sacramento Auto Auction, Rio Linda, Calif.; and St. Louis Auto Auction, Bridgeton, Mo.

Feb. 28 — Greater Chicago Auto Auction, Chicago; Harrisonburg Auto Auction, Harrisonburg, Va.; and Bay Cities Auto Auction, Inc., Hayward, Calif.

General Motors

Feb. 21 — A.D.E. of Birmingham, Moody, Ala.; Florida Auto Auction of Orlando, Ocoee, Fla.; and Harrisonburg Auto Auction, Harrisonburg, Va.

Feb. 22 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansan City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Feb. 23 — Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Butler Auto Auction, Gibsonia, Penn.; Nashville Auto Auction, Nashville, Tenn.; and Big H Auto Auction, Houston

Feb. 28 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and Manheim Auto Auction, Manheim, Pa.

Used Car Sales
Auction Averages

February 89	$5,729
Month ago	$5,416
Year ago	$5,441

Model Breakdown
Auction Averages

	FEB. 1989	JAN. 1988	DEC. 1988
1989 ...	$14,775	$12,109	—
1988 ...	$7,764	$8,612	$9,894
1987 ...	$7,189	$7,136	$7,686
1986 ...	$5,961	$5,944	$4,874
1985 ...	$4,618	$4,873	$4,747
1984 ...	$4,228	$3,760	$3,723
1983 ...	$2,899	$2,795	$2,776
1982 ...	$2,426	$2,246	$2,343
Overall Average	$5,729	$5,545	$5,824

Welcome home, Lou
Lou Fusz Jr., recently named 1989 Time Magazine Quality Dealer of the Year, is greeted at the St. Louis airport by family and friends. Dolores Schaper, controller for Lou Fusz Automotive Network, pins a boutonniere on Fusz as he returns from the National Automobile Dealers Association convention in New Orleans, where he received the award.

Nissan cuts print ads, targets TV

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

CARSON, Calif. — Nissan Motor Corp. in U.S.A. canceled most of its $35 million 1989 magazine advertising schedule and said it will shift the money to spot television.

The sudden move, which caught affected newsweekly, lifestyle and business magazines by surprise, is an effort to increase Nissan's presence in a single medium and coordinate national advertising with regional campaigns, said Terry Foutz, national car advertising manager.

Car and truck enthusiast magazines, which Foutz described as appealing to those "closer to the buying decision" than other magazines, are not affected.

Sports Illustrated is one weekly that while losing its schedule of product-oriented advertising retains a series of motor sports-oriented Nissan ads.

Japanese automakers are stepping up demands on U.S. sales subsidiaries as volumes shrink and margins — both dealer and factory — tighten, analysts say.

"I think (U.S.) Nissan executives have this year to prove themselves," said Christopher Cedergren, senior analyst for J.D. Power and Associates, Agoura Hills, Calif.

Foutz said the change was not an effort to dress up the U.S. sales arm's bottom line, which was battered by heavy use of cash-back incentives in the first part of the model year.

"The total advertising budget is unchanged," Foutz said. "We'll spend all of it."

Advertising Age, a Crain Communications publication, estimates that budget at $280 million — $200 million in national advertising and $80 million for regional spending formerly controlled by Nissan's dealer ad associations.

Nissan has set very agressive sales goals for 1989 and the shift is part of an effort to focus advertising to reach those goals, he said.

Referring to last fall's introduction of new-generation Maxima and 240-SX models and upcoming introductions of the new 300-ZX and Axxess models, he said, "We have an opportunity to do well this year. We intend to make the most of that opportunity."

The magazine cutback should not be viewed as disillusionment with print advertising — nor as an attempt to bludgeon magazines into rate reductions or other massive concessions, Foutz said. It does reverse a sharp increase in magazine buys last year when Nissan spent $36 million, compared with $19.6 million on magazines in 1987.

Once Nissan and ad agency Chiat/Day had decided to put more weight behind television, Foutz said print was the only medium with a large enough budget to supply the money needed to beef up television spending. He said television was favored over print in boosting Nissan's ad spending because print is less flexible, requiring lead times for materials of up to 90 days.

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Cami workers OK pact at Canada plant

By Alex Law
STAFF CORRESPONDENT

INGERSOLL, Ontario — Workers at Cami Automotive, the General Motors-Suzuki joint venture, overwhelmingly approved a contract negotiated by the Canadian Auto Workers union.

About 80 percent of the 225 workers voted for the contract. It covers the plant that will build the Geo Sidekick/Chevrolet Tracker sport utility vehicle and Suzuki Sidekick/Chevrolet Metro subcompact cars. Canadian versions of the cars will be sold as Chevrolet Sprint and Pontiac Firefly.

GM, Suzuki and the CAW formally agreed last October that the Cami workers should be represented by the union, although Robert White, CAW president, had worked out an agreement in principle with the company in 1986.

The contract was effective immediately after the vote and runs until September 1992.

A production worker will start at $13.44 an hour ($11.33 U.S.) and will be receiving $18.71 ($15.77 U.S.) by the end of the agreement. The skilled trades will start at $18.19 ($15.33 U.S.) and go to $22.24 ($18.74 U.S.). The workers will receive a full cost-of-living allowance with the same payout as the Big 3.

Production at the plant is expected to begin in April, with the number of workers reaching about 2,000 by October 1990.

TRW purchases air-bag maker

CLEVELAND — TRW continued its thrust into the safety restraint business by announcing it has reached an agreement to acquire Talley's air-bag unit for $85 million, plus royalties on the technology to be paid over 12 years.

Talley, based in Mesa, Ariz., is a supplier of driver-side air-bag modules for automakers. The business will become a part of TRW's occupant restraint systems unit, a supplier of seat belts and air-bag systems for the industry.

A TRW spokesman said the company expects to finalize the acquisition by March 31. In 1987, the two firms signed a long-term contract for Talley to supply TRW with 100 percent of its requirements for driver-side air-bag modules for several vehicles.

TRW manufactures crash-detecting sensors, diagnostic units and front passenger-side air-bag modules. TRW sales for passive and active safety restraints in 1988 were $550 million.

"We expect 65 percent of the cars produced for model-year 1994 will have air bags or complete air-bag systems," said the spokesman.

The company expects its sales for all types of safety restraints to be about $1.9 billion by 1993.

Code-Alarm earmarks $5 million for takeovers

MADISON HEIGHTS, Mich. — Code-Alarm, a maker of vehicle security systems, has received a $5 million revolving credit line from Comerica Bank-Detroit.

The company said the money will be used for making acquisitions.

U.S. AUTOMOTIVE TRADE BY QUANTITY

Passenger cars

Country	Trade	Nov. 1987	Nov. 1988	Dec. 1986-Nov. 1987	Dec. 1987-Nov. 1988
Japan	Export	747	2,768	4,256	19,936
	Import	219,950	212,784	2,416,435	2,125,551
Canada	Export	58,596	48,983	558,993	618,054
	Import	103,073	101,018	906,060	1,195,189
West Germany	Import	37,340	28,013	374,924	267,534
South Korea	Import	29,254	34,136	367,111	458,028
Sweden	Import	9,756	9,800	142,685	108,959
Mexico	Import	11,635	9,725	106,403	146,112
Yugoslavia	Import	3,582	2,493	49,851	32,458
United Kingdom	Import	3,148	2,147	47,210	33,357
Italy	Import	1,072	426	21,538	5,668
France	Import	847	1,073	28,455	16,010
Brazil	Import	6,045	4,903	38,996	64,379
Others	Export	10,735	18,036	82,633	130,670
	Import	2,278	2,698	19,247	18,836
Car total	Export	70,078	69,735	625,882	768,660
	Import	427,780	409,216	4,520,915	4,472,780
TRADE BALANCE		(357,702)	(339,481)	(3,895,033)	(3,704,120)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	16,783	7,954	160,390	157,461
	Import	13,087	21,131	170,563	201,029
Japan	Import	54,991	48,697	782,951	557,104
Mexico	Import	57	0	12,298	29
Others	Export	2,232	3,681	15,464	30,178
	Import	414	5	2,346	2,582
Truck total	Export	19,015	11,634	175,855	187,639
	Import	68,529	67,833	968,178	850,744
Trade balance		(49,514)	(56,199)	(792,323)	(663,105)
Car and truck total	Export	89,093	81,369	801,737	956,299
	Import	496,307	477,049	5,489,093	5,323,524
TRADE BALANCE		(407,214)	(395,680)	(4,687,356)	(4,367,225)

Compiled by Automotive News from official statistics of the U.S. Commerce Department, as reported by the U.S. International Trade Commission. Because of rounding, figures may not add to the totals shown.

U.S. AUTOMOTIVE TRADE BY VALUE

(x $1,000)
Passenger cars

Country	Trade	Nov. 1987	Nov. 1988	Dec. 1986-Nov. 1987	Dec. 1987-Nov. 1988
Japan	Export	$ 12,596	$ 39,169	$ 68,514	$ 249,785
	Import	1,886,901	2,003,280	21,291,861	19,755,889
Canada	Export	666,312	530,369	5,650,975	6,254,147
	Import	1,161,667	1,129,208	9,879,651	13,280,890
West Germany	Import	886,041	602,957	8,307,129	6,429,822
South Korea	Import	155,139	199,651	1,675,241	2,464,075
Sweden	Import	148,671	150,649	1,965,089	1,710,389
Mexico	Import	99,785	85,217	1,000,097	1,253,792
Yugoslavia	Import	9,025	5,618	281,012	86,005
United Kingdom	Import	92,426	78,216	1,017,482	980,912
Italy	Import	20,455	12,466	287,134	143,339
France	Import	8,464	12,667	203,261	172,401
Brazil	Import	31,086	25,672	192,052	365,751
Others	Export	146,364	234,698	814,752	1,669,571
	Import	36,812	44,233	299,811	295,501
Car total	Export	825,271	810,227	8,561,143	8,173,503
	Import	4,506,450	4,354,842	47,096,580	46,938,267
Trade balance		(3,681,179)	(3,544,615)	(40,353,437)	(38,764,764)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	$ 169,646	$ 84,732	$ 1,535,724	$ 1,590,764
	Import	124,759	224,024	1,592,865	3,276,980
Japan	Import	302,520	296,737	4,268,449	3,265,462
Mexico	Import	139	1,333	95,936	9,023
Others	Export	30,848	46,626	185,223	374,107
	Import	5,474	5,299	60,540	152,127
Truck total	Export	200,494	131,358	1,720,947	1,964,871
	Import	433,892	527,393	6,017,790	6,703,593
Trade balance		(233,398)	(396,035)	(4,296,843)	(4,738,722)
Car and truck total	Export	1,025,765	941,585	8,282,090	10,138,374
	Import	4,940,342	4,882,235	53,114,370	53,641,860
VEHICLE TRADE BALANCE		(3,914,577)	(3,940,650)	(44,832,280)	(43,503,486)
TOTAL U.S. Merchandise trade	Export	21,094,500	21,172,600	249,224,500	319,917,800
	Import	33,315,100	36,103,400	359,477,000	428,326,100

Trade gap widens in November

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The U.S. automotive trade deficit in passenger cars and light trucks increased 0.7 percent last November due to a surge in truck imports from Canada, coupled with a drop in U.S. truck exports to that country.

November's increase in the automotive trade deficit follows a 3.5 percent decrease in October.

Comparing the 12-month period ending Nov. 30, 1988, with the year-earlier period, the automotive trade deficit actually declined 3 percent, standing at $43.5 billion, down from $44.8 billion.

The 12-month figure reflects a 3 percent decline in the number of vehicles imported to the United States, while exports jumped 19.3 percent.

For the month of November, however, U.S. Commerce Department figures show a trade deficit for passenger cars and light trucks of $3.94 billion, compared with November 1987's figure of $3.91 billion.

Total car and truck exports had a value of $941.6 million during the month while monthly car and truck imports were valued at $4.882 billion.

Passenger-car exports reached 69,735 vehicles with an estimated value of $810.2 million in November. Light-truck exports for the month totaled 11,634 vehicles with an estimated value of $131.4 million.

Passenger-car exports were up 270.5 percent to Japan and 68.0 percent to nations labeled "others" by the Commerce Department. Passenger-car exports to "others" totaled 18,036 units for the month.

On the import side for the month, Japan continued to show a downturn in the number of cars shipped to the United States, but the value of these shipments increased. Both the value and quantity of truck shipments from Japan declined, however.

Total car and truck imports from all nations had a value of $4.88 billion in November, down 1.2 percent from $4.94 billion in November 1987. There were 477,049 finished vehicles imported to the United States in November 1988, compared with 496,307 vehicles in November 1987.

Imports of passenger cars reached 409,216 units for the month with a value of $4.35 billion. Light-truck imports totaled 67,833 units, with a value of $527.4 million. The value of imported trucks increased 21.5 percent in November while shipments declined 1 percent.

Japanese-car imports dropped 3.3 percent for the month but the value of the shipments increased 6.3 percent. Japanese-truck imports were off 15.1 percent and their value was down 1.9 percent.

Japan shipped 212,784 cars to the United States in November, down from 219,950 cars one year earlier. Truck shipments were 46,697 units, down from 54,991 units in November 1987.

Also shipping fewer cars in November were: West Germany, off 25 percent; Mexico, 16.4 percent; Brazil, 18.9 percent; Yugoslavia, 30.4 percent; Italy, 60.3 percent; and United Kingdom, 31.8 percent.

PROFITS

FROM PAGE 1

makers' overseas profit picture.

Ford's North American net income fell from $3.6 billion in 1987 to $3.3 billion, still significantly above the 1986 level of $2.6 billion.

Meanwhile, Chrysler's North American profits have slid steadily — from $1.4 billion in 1986 to $1.1 billion in '88. Chrysler's automotive profits in North America fared even worse, slipping from $1.2 billion in 1986 to $842 million last year.

General Motors' North American net income dropped from $3.4 billion in 1986 to $1.7 billion in 1987, then edged back to $2.2 billion last year.

GM and Ford announced their record 1988 results last week and Chrysler released its results February 2.

GM officials said they were "pleased with GM's record performance." Chrysler trumpeted "net earnings for the company of more than $1 billion for the fifth straight year." And Ford basked in its "continued success."

But the numbers tell a story of fierce competition in North America.

Chrysler's profits simply sagged.

GM's struggling North American profits show none of the momentum of its overseas operations. GM earned a record $2.7 billion on overseas sales in 1988, up from last year's $1.9 billion and from a $600 million loss just three years ago.

Ford's respectable but declining North American profits are greater than its overseas earnings. But Ford's overseas earnings soared from $700 million in 1986 to $2.3 billion last year.

Part of the automakers' North American problem is the cost of doing business in an increasingly competitive market.

They are all committed to cost-cutting, but it's getting tougher "to get cost savings down to bottom line," said David Healy, an analyst with Drexel Burnham Lambert. "They will be eaten up in the form of sales incentives" and other expenses tied to holding on to market share.

Declining profits at the automakers' financial subsidiaries show they are taking the heat.

OVERSEAS PROFITS MOUNT

Dollars in billions

	—NORTH AMERICAN—			—OVERSEAS—		
	1988	1987	1986	1988	1987	1986
GM	$2.2	$1.7	$3.4	$2.7	$1.9	($0.6)
Ford	3.3	3.6	2.6	2.3	1.0	0.7
Chrysler	1.1	1.3	1.4	—	—	—
BIG 3	$6.6	$6.6	$7.4	$5.0	$2.9	$0.1

Chrysler overseas operations are negligible.

General Motors Acceptance Corp. reported 1988 earnings down 18 percent from 1987. At Ford Motor Credit Co., 1988 profits declined 17 percent. Both companies attributed the declines to narrower interest margins and high loan losses.

GMAC earned $1.2 billion in 1988, down from the record $1.5 million in 1987.

Ford Credit earned $564.2 million in 1988, down from record net income of $678.8 million in 1987.

David McCammon, Ford treasurer and vice president — finance, emphasized that the big problem at Ford Credit in 1988 was interest margins, not bad loans. He noted, however, that personnel are being trained in collection methods.

Because more buyers with long-term loans are just walking away from cars that are worth less than the amount due on the loans, Ford is also working with dealers to push shorter-term loans.

Ford's profit slide in North America occurred despite manufacturing efficiencies that helped take a total of $5 billion out of the company's costs worldwide since 1979, McCammon said.

Ford's North American profits slipped in 1988 also because of "a less favorable product mix and higher product and marketing costs," Ford said. Ford's new Thunderbird and Mercury Cougar were not available for the full year and plants making the old models were down for retooling.

McCammon said the company spent $400 million more on incentives in 1988 than in 1987, but he would give no base amounts.

High selling costs are more evident on GM's financial statement than on Ford's. GM spent $759 million more to market its products in 1988 than in 1987.

Ford's U.S. automotive profits of $2.5 billion were down $249 million from 1987. McCammon attributed the decline to higher factory and facility costs, as Ford added capacity last year.

"We plan to spend substantially more in 1989 than in 1988," he said. Through 1993, the capital outlay will be "substantially more than $19 billion," he said.

McCammon expects that improved performance will offset the rise in capital spending. "We'll be spending more but doing better," he said.

Ford's worldwide automotive operations in 1988 had net income of $4.6 billion on sales of $82.2 billion. Automotive earnings were up $841 million over 1987, because of higher profits outside the United States, the company said.

Those overseas automotive profits were a record $2.1 billion, up $1.1 billion from 1987.

GM last year continued a steady three-year profit climb to $4.9 billion, up 36.8 percent over 1987 earnings of $3.6 billion, which in turn were 20 percent above 1987 earnings. GM net income in 1988 was its highest since 1984, when it earned $4.5 billion.

GM's profit came on industry record sales of $110.2 billion. The more-efficient Ford set another industry profit record — $5.3 billion — on sales 16 percent lower than GM's.

GM showed significant gains in areas the company targeted for improvement, such as cost reduction and return on equity.

But a sign of the immense job required to turn the behemoth around is that big improvements in several areas were not enough to buoy North American earnings, which GM obliquely said were $500 million more than 1987 profits.

GM called 1987 North American profits "nominal."

The bulk of GM's 1988 profits came from record earnings at Electronic Data Systems, GM Hughes Electronics and GM's overseas operations. While earnings at GMAC were off from last year's record, they were still the second-best in its history.

A big chunk of EDS earnings in 1988 was GM money. EDS signed several fixed-price contracts with GM and its subsidiaries to the tune of $2.8 billion, compared with $1.9 billion in contracts outside GM.

GM's 1988 profit margin of 4.4 percent improved almost a full point, from 3.5 percent in 1987. GM is obviously becoming more efficient, but just as obviously has not done enough.

Robert O'Connell, GM's chief financial officer, called the improvement in North American operations significant. "We think they're on the road," he said.

GM's cost-cutting program, called the GM Action Plan, slashed $4.8 billion in costs last year, a greater reduction than 1987's $3.7 billion. Costs are being cut by product simplification, such as reductions in the number of models offered, sharing of components among models and higher facility utilization.

GM is now well on its way to its target of getting a total of $13 billion out of costs by 1990. That target has been moving since GM set it at $10 billion in 1986.

Capital spending was down to $5.6 billion in 1988, from $7.2 billion in 1987 and a whopping $11.8 billion in 1986.

Analysts expect the cost-cutting to continue. But it won't mean instant profits — not with expenses such as the cost of rebates and incentives in the fourth quarter, which amounted to up to $1,000 per vehicle.

Joseph Paul of Bernstein Research in New York expects GM to save a total of $15 billion by 1990 and $19 billion by 1992 through its cost-reduction program.

GM has eliminated 40,000 salaried and 87,000 hourly workers since 1986. Most of those salaried workers left in 1987. Last year, 34,700 hourly workers left, about the same as the 34,300 who left in 1987.

GM has closed seven assembly plants since 1987.

Besides still having to cut more staff, GM has 15 percent unused capacity and will need to close more plants, Drexel's Healy said. Other analysts concur.

"But these are real people and real plants. The translation from the theoretical to the real will be difficult," Healy said.

GM's financial statement for 1988 shows another problem with cost reduction efforts: For a giant employer, trimming costs in one area can increase costs in another. This is happening in the growing cost of health care and life insurance benefits for retirees.

Costs for retiree benefits at GM grew as the number of active employees decreased to 766,000 last year.

Last November, O'Connell said he expected that through attrition, 20,000 hourly workers would leave the payroll annually through 1992.

Predictably, retiree benefit costs, which are affected by the skyrocketing costs of health care, have been growing steadily, from $864.6 million in 1986 to $1.1 billion last year.

Retiree benefit costs will pale when, in a couple of years, a new Financial Accounting Standards Board rule is expected to take effect. At that time, GM and other corporations will have to change their pay-as-you go method of accounting for retiree benefits and charge those benefits as they are earned by active employees. For one of the biggest employers in the world, that could mean $2 billion to $3 billion set against profits annually, analyst Healy predicted.

GM's headcount reductions will pay off in the future, as both active and retiree pools dwindle.

GM expenses for a program promoting early retirement for salaried employees slowed last year to $144.1 million from $437.7 million in 1987, as target reduction levels were reached.

But Ronald Glantz of Montgomery Securities believes GM has to cut another 40,000 of its 108,000 white-collar workers because they make up the excess layers of management that are standing in the way of new products GM needs to gain market share, Glantz said.

GM's O'Connell disagrees. With 40,000 salaried workers gone since 1986, "we have a pretty tight ship," and further staff reductions will be taken care of by attrition. He said GM will focus on "aggressively getting improvements in market share on a profitable basis."

GM said it gained one-half point of market share — to 35.2 percent — in sales of U.S. cars and trucks in 1988. But without trucks, its new-car share slipped to 36.08 from 36.47.

GM's 1988 results showed impressive gains. Earnings per share for 1988 were $7.17 (after the two-for-one stock split announced earlier this month), compared to $5.03 per share (adjusted for the split) earned in 1987.

GM's industry-record sales of $110.2 billion were up from $101.8 billion in 1987. GM's previous record was $102.8 billion in 1986.

GM nearly doubled its year-earlier final-quarter earnings. Net income for the October-December period was $1.4 billion, up from $835.8 million in 1987.

Worldwide factory sales totaled 8,108,000 units, up 4.4 percent from 1987.

GM ended the year with a cash till of $6.8 billion, compared with $4.7 billion at the end of 1987. Including GMAC, cash and marketable securities at year-end were $10.2 billion.

Operating income was better than at any time since 1985 — $4.7 billion, up from $2.6 billion in 1987. Working capital at year-end was $16.5 billion, up from $13.0 billion in 1987.

Because of improvements in its U.S. operations and a change in the profit-sharing formula, GM hourly workers will get an average profit-sharing check of $254. Profit sharing funds of $114 million will be distributed to about 470,000 employees.

In the fourth quarter, GMAC's net income totaled $257.4 million, up from $235.0 million in the 1987 quarter.

GMAC financed or leased 2.0 million new cars and trucks in 1988 — 30 percent of new GM vehicles sold. That compares with 2.6 million in 1987, or 41 percent of new GM vehicles sold.

Low-interest consumer incentive programs offered in 1987 were not repeated in 1988.

GM Hughes achieved record earnings and revenues for the third consecutive year. The company had net income of $802.1 million on sales of $11.2 billion in 1988, compared with $670 million on sales of $10.5 billion in 1987.

EDS posted record net income of $384.1 million in 1988, a 19 percent increase over $323.1 million in 1987.

Sales for 1988 totaled $4.8 billion, compared with $4.4 billion in 1987.

Ford's 1988 net income of $5.3 billion amounted to $10.96 a share. Factory unit sales were 6,517,000, up 402,000 units from last year.

Ford's share of the U.S. car market was 21.7 percent, the highest in 10 years and up 1.5 percentage points from 1987.

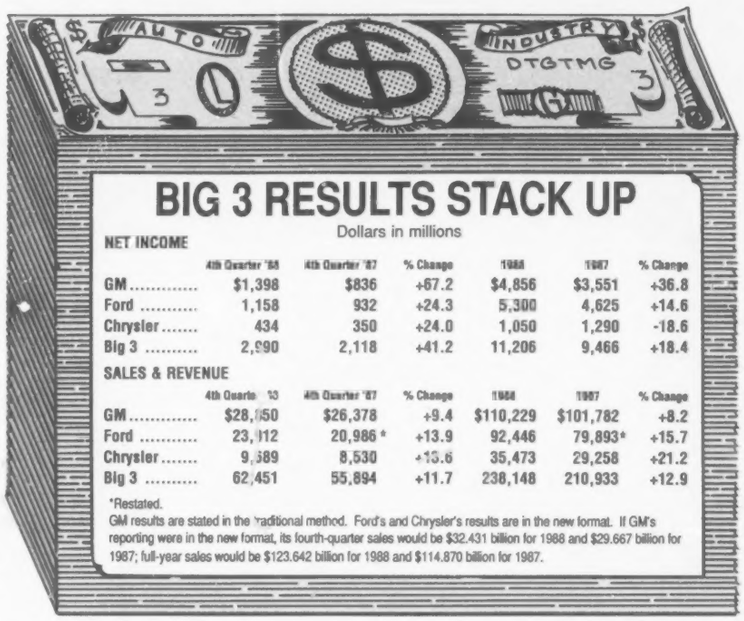
Because its North American profits slipped, Ford's profit-sharing payout to its workers will average $2,800, down from $3,700 in 1987.

Ford had $9.2 billion in cash at the end of 1988, down from $10,175 billion in December 1987.

As for spending it, McCammon said Ford will be patient until the right acquisition comes along.

Ford's subsidiary First Nationwide Bank, which acquired several thrifts in 1988, needs "time to digest" them, McCammon said.

Without major low-rate financing programs, Ford Credit financed 29 percent of all new vehicles sold by Ford dealers in the United States in 1988. That compares with 25 percent in 1984.



BIG 3 RESULTS STACK UP

Dollars in millions

NET INCOME

	4th Quarter '88	4th Quarter '87	% Change	1988	1987	% Change
GM	$1,398	$836	+67.2	$4,856	$3,551	+36.8
Ford	1,158	932	+24.3	5,300	4,625	+14.6
Chrysler	434	350	+24.0	1,050	1,290	-18.6
Big 3	2,990	2,118	+41.2	11,206	9,466	+18.4

SALES & REVENUE

	4th Quarter '88	4th Quarter '87	% Change	1988	1987	% Change
GM	$28,150	$26,378	+9.4	$110,229	$101,782	+8.2
Ford	23,112	20,986 *	+13.9	92,446	79,893*	+15.7
Chrysler	9,389	8,530	+15.6	35,473	29,258	+21.2
Big 3	62,451	55,894	+11.7	238,148	210,933	+12.9

*Restated.

GM results are stated in the traditional method. Ford's and Chrysler's results are in the new format. If GM's reporting were in the new format, its fourth-quarter sales would be $32.431 billion for 1988 and $29.667 billion for 1987; full-year sales would be $123.642 billion for 1988 and $114.870 billion for 1987.

Car output tops million, leads 1988

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Domestic automakers built their one-millionth car of the year last Thursday, 10 days ahead of 1988.

So far this year, 1,043,466 cars have been assembled, 20.11 percent more than the 868,757 completed last year at this point.

Last week's scheduled car output totaled 157,862, 3.69 percent more than the previous week's 152,242 and 17.54 percent above the year-ago week's 134,306.

Companies split last week's estimated build as follows: General Motors, 48.59 percent; Ford Motor Co., 24.21 percent; Chrysler Motors, 13.18 percent; Honda of America Manufacturing, 5.27 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.06 percent; New United Motor Manufacturing Inc., 2.53 percent; Nissan Motor Manufacturing Co. U.S.A., 1.48 percent; Toyota Motor Manufacturing U.S.A., 1.24 percent; and Diamond-Star Motors, 0.44 percent.

Truckmakers targeted 93,554 units last week, 1.55 percent below the prior week's 95,026 and 7.94 percent above the year-ago week's 86,670.

Year-to-date, 629,934 trucks have been assembled, 8.36 percent more than the 581,322 built last year at this time.

GM closed its Doraville, Ga., and Fairfax, Kan., plants today until March 6 for inventory adjustment. Doraville builds the Oldsmobile Cutlass Supreme, and Fairfax assembles the Pontiac Grand Prix.

GM's Tarrytown, N.Y., plant remains idle for conversion to the all-purpose vans — Pontiac Trans Sport, Oldsmobile Silhouette and Chevrolet Lumina APV.

GM's Reatta Craft Centre in Lansing, Mich., resumed production last week after being idle for three weeks to adjust inventory and prepare the plant for convertible production.

Overtime was scheduled last Saturday at four GM plants: Lordstown, Ohio; Arlington, Texas; Flint, Mich.; and Baltimore.

Ford slated overtime last Saturday at Lorain, Ohio; Wayne, Mich.; and Louisville, Ky.

All Ford plants are scheduled for daily overtime this week except the Atlanta and Chicago facilities.

Cars and trucks rise in Canada

Canadian auto production was targeted at 22,033 units last week, 4.58 percent more than the prior week's 21,069 but 3.30 percent below the year-ago week's 22,786.

So far this year, 136,169 cars have been built, 12.67 percent below the 155,930 completed last year at this point.

Truckmakers scheduled assembly of 21,777 units last week, 1.94 percent more than the previous week's 21,362 and 8.55 percent more than the year-ago week's 20,061.

Year-to-date, 142,916 trucks have been assembled, 10.11 percent more than the 129,799 built last year at this time.

U.S. CAR	Week Ended Feb. 18, 1989	Week Ended Feb. 20, 1988	Week Ended Feb. 11, 1989	Feb. to Date	Jan. 1 to Feb. 18, 1989	Jan. 1 to Feb. 20, 1988
Horizon	0	2,005	0	0	0	11,775
Sundance	2,700	2,085	2,248	6,382	17,607	14,779
Reliant	0	1,675	0	0	0	11,701
Acclaim	2,500	0	1,970	5,679	11,723	0
Caravelle	0	531	0	0	0	2,850
Gran Fury	0	537	0	0	0	1,713
Total Plymouth	5,200	6,633	4,218	12,061	29,330	42,818
LeBaron K	0	0	0	0	0	1,641
LeBaron J	2,200	1,858	2,283	5,856	16,130	2,773
LeBaron GTS	300	129	379	899	2,039	1,146
N. Yorker C-Class	2,400	2,124	2,381	6,511	17,314	13,051
Fifth Avenue	0	1,318	0	0	0	8,536
Total Chrysler	4,900	5,429	5,043	13,266	35,483	27,147
Omni	0	1,974	0	0	0	11,521
Daytona	2,200	1,510	2,282	5,852	16,192	2,161
Shadow	2,900	2,361	2,497	6,959	17,691	15,185
Aries	0	1,129	0	0	0	9,424
Dodge 600	0	492	0	0	0	2,494
Dynasty	3,400	2,576	3,043	8,574	22,519	13,902
Lancer	100	275	158	367	1,279	1,743
Spirit	2,100	0	2,732	6,139	12,473	0
Diplomat	0	549	0	0	0	2,643
Total Dodge	10,700	10,866	10,712	27,891	70,154	59,073
CHRYSLER MOTORS	20,800	22,928	19,973	53,218	134,967	129,038
Escort	5,642	5,783	7,910	18,340	55,754	59,334
Mustang	4,565	4,152	4,226	11,482	29,242	31,811
Tempo	3,228	4,108	3,200	8,403	24,845	28,540
Taurus	7,814	7,667	7,950	20,555	56,052	55,834
Thunderbird	3,983	3,467	3,839	10,525	25,791	22,991
Total Ford Div.	25,232	25,177	27,125	69,305	191,684	198,510
Topaz	1,301	1,422	1,249	3,314	9,404	10,870
Cougar	3,767	2,303	2,560	8,125	20,326	17,396
Sable	2,536	2,982	1,797	5,865	18,085	16,331
Total Mercury	7,604	6,707	5,606	17,293	47,815	44,597
Continental	1,614	1,064	1,405	3,053	10,720	5,665
Mark VII	537	557	465	1,466	4,827	3,928
Lincoln	3,228	3,248	2,810	7,442	17,591	21,160
Total Lincoln	5,379	4,869	4,680	12,861	33,138	30,753
Total L-M Division	12,983	11,576	10,286	30,154	80,953	75,350
FORD MOTOR CO.	38,215	36,753	37,411	99,459	272,637	273,860
Skyhawk	208	1,051	207	572	2,560	2,029
Skylark/Somerset	1,310	356	1,303	3,395	6,195	3,878
Century	1,525	980	1,481	4,960	19,175	6,768
Riviera	631	284	590	1,583	4,171	835
Electra	1,952	1,259	1,960	5,122	12,734	9,731
LeSabre (fwd)	2,328	2,442	1,862	5,106	6,262	16,655
LeSabre (rwd)	200	99	205	530	1,393	714
Reatta	160	87	0	160	926	485
Total Buick	8,321	6,558	7,613	21,429	53,416	44,095
Cimmaron	0	280	0	0	0	2,015
Eldorado	744	986	705	1,882	4,915	2,806
Seville	651	729	593	1,554	3,834	2,070
Brougham (rwd)	1,110	0	1,162	2,846	7,311	0
Deville (fwd)	4,760	4,170	4,780	12,384	30,403	26,360
Allante	75	65	75	195	510	205
Total Cadillac	7,340	6,210	7,315	18,860	46,973	33,456
Cavalier	8,834	6,324	8,028	22,175	59,522	44,280
Camaro	2,335	1,106	2,194	6,057	16,506	6,265
Celebrity	3,025	4,864	3,043	8,286	26,924	19,652
Corsica/Beretta	9,355	8,540	9,210	24,048	61,455	45,126
Caprice	4,894	4,320	3,852	10,715	25,005	31,136
Corvette	525	450	525	1,364	3,423	2,952
Total Chevrolet	28,968	25,604	26,852	72,644	192,835	149,411
Calais	2,290	2,100	1,949	5,629	10,450	14,409
Firenza	0	523	0	0	0	2,504
Cutlass Ciera	1,715	0	1,875	4,593	11,607	0
Cutlass Supreme	3,815	1,847	3,630	9,355	21,650	12,569
Toronado	222	597	232	651	1,951	1,662
88 (fwd)	4,074	3,225	3,925	10,424	26,069	23,122
88 (rwd)	126	273	114	332	1,240	2,064
Olds 98	2,184	1,841	2,159	5,695	13,990	11,992
Total Oldsmobile	14,226	10,406	13,884	36,679	86,957	67,588
Sunbird	3,354	2,085	2,645	7,799	17,977	15,498
Grand Am	5,100	4,851	5,073	13,166	33,451	33,640
Firebird	1,723	891	1,401	3,950	10,484	5,624
Grand Prix	3,955	1,823	4,000	7,955	19,956	14,579
Pontiac 6000	1,290	1,014	1,371	3,994	13,197	2,890
Bonneville	2,315	1,999	2,301	5,823	13,966	13,635
Safari/Parisienne	115	119	110	290	743	833
Fiero	0	556	0	0	0	1,157
Total Pontiac	17,852	13,338	16,901	42,978	109,774	78,746
GENERAL MOTORS	76,707	62,116	72,565	192,591	489,955	373,296
DIAMOND-STAR	695	0	637	1,651	3,937	0
HONDA	8,325	6,315	8,149	21,518	53,997	49,179
Civic	2,705	1,399	2,740	7,138	18,061	11,597
Accord	5,620	4,916	5,409	14,380	35,936	37,482
MAZDA†	4,830	1,571	4,792	13,041	33,622	6,652
NISSAN	2,340	1,341	2,300	6,051	16,044	9,367
NUMMI	4,000	3,232	4,503	10,665	25,377	21,583
Corolla	1,600	1,264	1,920	4,427	11,061	7,313
Geo Prizm/Nova	2,400	2,018	2,583	6,238	14,318	14,270
TOYOTA	1,950	0	1,912	5,022	12,930	0
VOLKSWAGEN	0	0	0	0	0	5,782
Golf/GTI	0	0	0	0	0	3,982
Jetta	0	0	0	0	0	1,800
Total Cars, U.S.	157,862	134,306	152,242	403,217	1,043,466	868,757
Total Cars, Canada	22,033	22,786	21,069	55,707	136,169	155,930
U.S., Canada Cars	179,895	157,092	173,311	458,924	1,179,635	1,024,687
U.S., Canada Cars and Trucks	295,228	263,823	289,699	760,733	1,952,485	1,735,808

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended Feb. 18, 1989	Week Ended Feb. 20, 1988	Week Ended Feb. 11, 1989	Feb. to Date	Jan. 1 to Feb. 18, 1989	Jan. 1 to Feb. 20, 1988
Premier	1,275	1,652	1,290	3,335	7,721	11,190
CHRYSLER MOTORS	1,275	1,641	1,290	3,335	7,721	11,190
Tempo	3,204	1,641	3,276	8,549	26,142	28,578
Topaz	1,692	4,073	1,709	4,457	9,696	10,720
Crown Victoria	2,554	1,387	2,488	6,716	18,711	19,791
Grand Marquis	3,206	2,774	3,083	7,962	19,770	19,016
FORD MOTOR CO.	10,656	2,830	10,556	27,685	74,319	78,105
Celebrity	214	11,064	199	535	1,394	2,993
Cutlass Ciera	4,058	352	3,721	10,039	26,440	28,673
Lumina	722	4,923	528	1,550	2,169	0
Pontiac 6000	0	791	0	0	0	7,389
Regal	3,278	3,358	2,793	7,649	12,031	22,594
GENERAL MOTORS	8,272	9,424	7,241	19,773	42,034	61,649
Civic	1,650	560	1,802	4,447	10,890	4,257
Accord	0	0	0	0	0	0
HONDA	1,650	560	1,802	4,447	10,890	4,257
VOLVO	180	97	180	466	1,205	729
Total Cars, Canada	22,033	22,786	21,069	55,707	136,169	155,930

U.S. TRUCK☆	Week Ended Feb. 18, 1989	Week Ended Feb. 20, 1988	Week Ended Feb. 11, 1989	Feb. to Date	Jan. 1 to Feb. 18, 1989	Jan. 1 to Feb. 20, 1988
Caravan	2,300	2,227	2,128	5,852	15,672	13,805
Dakota	2,200	1,683	2,251	5,819	14,893	14,322
Mini-Ram Van	200	365	180	514	1,408	2,149
Pickups	2,200	795	2,242	5,609	14,868	7,099
Total Dodge	6,900	5,070	6,801	17,995	46,841	37,375
Cherokee	5,100	3,843	5,169	12,793	30,548	25,086
Commanche	700	1,072	897	2,014	5,038	6,995
Grand Wagoneer	300	350	350	660	2,315	2,144
Wagoneer	200	297	233	543	1,398	1,986
Total Jeep	6,300	5,527	6,649	16,210	39,299	36,211
Voyager	2,200	2,072	1,940	5,627	15,436	12,572
Total Plymouth	2,200	2,072	1,940	5,627	15,436	12,572
CHRYSLER MOTORS	15,400	12,669	15,390	39,832	101,576	86,158
Aerostar	4,822	5,242	4,994	12,813	33,024	32,567
Bronco	2,101	1,224	1,694	5,096	13,504	8,853
Bronco II	3,294	2,997	2,822	8,050	19,739	21,638
Econoline	5,215	5,241	5,231	13,560	35,092	35,575
Heavy trucks	1,471	1,337	1,387	3,853	9,154	9,242
Light trucks	11,680	10,216	11,189	30,089	78,272	69,218
Ranger	6,494	7,444	7,603	21,337	51,981	51,370
Total Ford Div.	37,077	33,701	34,920	94,598	240,766	228,463
FORD MOTOR CO.	37,077	33,701	34,920	94,598	240,766	228,463
Astro	3,821	3,931	3,557	9,342	23,838	24,463
Blazer	552	699	565	1,469	3,933	3,786
Mediums/Heavies	0	332	0	0	0	4,900
P-Model	682	962	685	1,746	3,369	6,629
Pickups	8,375	5,623	11,068	24,812	64,545	42,338
S-10	5,329	5,202	6,689	15,940	41,545	36,305
S-10 Blazer	3,748	2,821	3,233	9,671	26,119	19,206
Sportsvan/Van	2,285	1,342	1,961	5,590	12,054	9,328
Suburban	1,690	1,680	1,540	4,325	11,090	9,903
Total Chevrolet	26,482	22,592	29,268	72,896	186,493	156,258
Jimmy	225	106	169	510	1,246	1,261
Mediums/Heavies	0	952	0	0	0	6,321
P-Model	141	47	150	361	574	560
Pickups	2,740	2,815	2,410	6,750	19,591	14,475
S-15	1,328	1,901	1,561	3,527	9,361	10,428
S-15 Jimmy	766	1,397	1,861	2,964	7,295	4,592
Safari	800	1,020	982	2,315	5,945	6,289
Suburban	617	735	562	1,576	4,398	5,338
Vandura/Rally Vans	603	999	493	1,445	3,439	6,658
Total GMC	7,220	9,972	8,188	19,449	51,849	55,942
GENERAL MOTORS	33,702	32,564	37,436	92,345	238,342	212,200
NAVISTAR	1,852	1,731	1,815	4,759	11,589	12,551
NISSAN	2,773	3,255	2,715	7,152	18,961	22,700
AM GENERAL	450	450	450	1,170	3,060	3,150
MISCELLANEOUS	2,300	2,300	2,300	5,980	15,840	16,100
Total Trucks, U.S.	93,554	86,670	95,026	245,836	629,934	581,322

CANADIAN TRUCK	Week Ended Feb. 18, 1989	Week Ended Feb. 20, 1988	Week Ended Feb. 11, 1989	Feb. to Date	Jan. 1 to Feb. 18, 1989	Jan. 1 to Feb. 20, 1988
Caravan	3,084	3,138	3,088	8,199	22,121	21,142
Mini-Ram Van	210	220	208	542	1,412	1,576
Ram Wagon	690	544	691	1,746	4,658	2,748
Ram Van	1,660	1,407	1,757	4,470	11,840	6,752
Total Dodge	5,644	5,309	5,744	14,936	40,031	32,218
Voyager	2,350	2,988	2,943	7,994	18,877	19,883
Total Plymouth	2,850	2,988	2,943	7,994	18,877	19,883
Wrangler	1,700	1,069	1,758	4,461	9,589	6,833
Total Jeep	1,700	1,069	1,758	4,461	9,589	6,833
CHRYSLER MOTORS	10,194	9,366	10,445	26,853	68,497	58,934
FORD MTR. (lt. trks.)	3,648	3,658	3,389	8,112	23,725	24,840
Light trucks	3,794	3,430	3,286	8,148	23,608	21,836
Vans	1,540	1,256	1,541	3,926	10,090	8,880
Total Chevrolet	5,334	4,686	4,827	13,073	33,698	30,716
Light trucks	1,726	1,520	1,903	4,705	11,028	9,797
Vans	605	640	796	1,795	4,393	3,982
Total GMC	2,331	2,160	2,701	6,501	15,421	13,779
GENERAL MOTORS	7,665	6,846	7,528	19,574	49,119	44,495
NAVISTAR	270	191	0	433	1,575	1,530
Total Trks., Canada	21,777	20,061	21,362	55,972	142,916	129799
N. American Trks.	115,331	106,731	116,388	301,809	772,850	711,121

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. A ' General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.